

Greg Shaffer

Curriculum Vitae

Address:

William E. Simon School of Business, University of Rochester, Rochester, NY 14627.

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Fields and Interests:

Industrial Organization, Marketing, Microeconomics.

Education:

Princeton University, Ph.D., Economics, November 1989.

Princeton University, M.A., Economics, June 1988.

Swarthmore College, B.A., Economics and Mathematics, May 1984.

Academic Employment:

Professor of Economics and Management, and Professor of Marketing,
Simon School of Business, University of Rochester (Rochester, NY), 2003-Present.

Professor of Economics (part time), School of Economics and ESRC Centre for
Competition Policy, University of East Anglia (Norwich, UK), 2007-Present.

Associate Professor of Economics and Management, and Professor of Marketing,
Simon School of Business, University of Rochester (Rochester, NY), 2000-2003.

Assistant Professor of Economics and Management, and Professor of Marketing,
Simon School of Business, University of Rochester (Rochester, NY), 1997-2000.

Associate Professor of Economics, Indiana University (Bloomington, IN), 1996-1997.

Assistant Professor of Economics, University of Michigan (Ann Arbor, MI), 1989-1996.

Visiting Scholar Positions and Affiliations:

Research Associate, Economic and Social Research Council Centre for Competition Policy,
School of Management, University of East Anglia (Norwich, UK), 2002-Present.

Visiting Scholar, Department of Marketing, Northwestern University, Fall 2002.

Visiting Scholar, Bureau of Economics, U.S. Federal Trade Commission, Fall 2000.

Worked on the *AOL/Time-Warner* merger case, the *FTC vs Hoechst/Andrx* case, and the FTC's report on slotting allowances and other practices in the grocery industry.

Visiting Scholar, Bureau of Economics, U.S. Federal Trade Commission, Fall 1995.

Worked on the *FTC vs Toys R Us* case, participated in the FTC's workshop on global

and innovation-based competition, and participated in a policy review of slotting allowances, most-favored-customer clauses, and other potential facilitating practices.

Visiting Scholar, Antitrust Division, U.S. Department of Justice, June-August 1990.

Worked on the matter of *Financial Interest and Syndication Rules*, and participated in a policy review of various vertical restraints, including resale price maintenance.

Teaching Experience:

Ph.D.: Industrial Organization; Regulation and Antitrust Policy.

M.B.A.: Pricing Policies, Topics in Pricing, Pricing Lunch & Learn Series

Undergraduate: Industrial Organization; Intermediate Microeconomics.

Teaching Awards:

Teaching Honor Roll Award, given for outstanding MBA teaching, awarded by the Dean of the William E. Simon School of Business, University of Rochester, Winter 2006.

Superior Teaching Award, voted teacher of the year by the graduating MBA Class of 2004, William E. Simon School of Business, University of Rochester, June 13, 2004.

Teaching Honor Roll Award, given for outstanding MBA teaching, awarded by the Dean of the William E. Simon School of Business, University of Rochester, Winter 2004.

Teaching Honor Roll Award, given for outstanding MBA teaching, awarded by the Dean of the William E. Simon School of Business, University of Rochester, Fall 2003.

Teaching Honor Roll Award, given for outstanding MBA teaching, awarded by the Dean of the William E. Simon School of Business, University of Rochester, Winter 2003.

Teaching Honor Roll Award, given for outstanding MBA teaching, awarded by the Dean of the William E. Simon School of Business, University of Rochester, Winter 2002.

Teaching Honor Roll Award, given for outstanding MBA teaching, awarded by the Dean of the William E. Simon School of Business, University of Rochester, Fall 2001.

Listed in the 2001 Business Week Guide to the Best Business Schools under the category of Outstanding Faculty at the William E. Simon School of Business.

Superior Teaching Award, voted teacher of the year by the graduating MBA Class of 2001, William E. Simon School of Business, University of Rochester, June 10, 2001.

Teaching Honor Roll Award, given for outstanding MBA teaching, awarded by the Dean of the William E. Simon School of Business, University of Rochester, Winter 2001.

Teaching Honor Roll Award, given for outstanding MBA teaching, awarded by the Dean of the William E. Simon School of Business, University of Rochester, Fall 1999.

Received the highest teaching rating among the William E. Simon School of business faculty, Fall 1999. My course, Pricing Policies, was one of two courses listed in the 2000 Business Week Survey, under the category of most popular MBA electives at the Simon School.

Excellence in Education Award, given for outstanding undergraduate teaching, awarded by the College of Literature, Science, and the Arts, University of Michigan, 1993-1994.

Postdoctoral Teaching Fellow Award, one of six university-wide teaching fellowships, awarded by the Center for Research, Learning, and Teaching, University of Michigan, 1992-1993.

Reader's Digest Prize for Excellence in Teaching, given to the instructor with the highest teaching rating, awarded by the Department of Economics, Princeton University, 1987-1988.

Grants, Non-Teaching Awards, and Miscellaneous:

Gave keynote address on "Selective Price Cuts and Loyalty Rebates" at the 34th Annual European Association for Research in Industrial Economics Conference (the leading conference in its field) at the University of Valencia in Valencia, Spain, September 2007.

Member of the COMPASS Prize Selection Committee (selection of the economic paper published in 2006 making the most significant contribution to the understanding of competition policy).

Member of the organizing committee in charge of selecting papers to be presented at the 5th Annual International Industrial Organization Conference, Savannah, GA, April 2007.

ESRC-SSRC Visiting Fellowship, one of fourteen international visiting fellowships in the social sciences, awarded by the Economic and Social Research Council (UK) and the Social Science Research Council (USA) for the study of "Buyer Power in Merger Control," 2005-2006.

Danish Research Council Grant (Carlsbergfondet), awarded for the study of "Unequal Treatment of Identical Agents," with Per Anderson, Lars Hansen, and Frank Jensen, 2005-2006.

Named Area Editor at *Marketing Science*, one of the leading journals for empirical and theoretical quantitative research in the field of Marketing, August 2003.

Named Co-editor at the *Journal of Economics & Management Strategy*, one of the leading journals in the field of Industrial Organization, December 2002.

Citation of Excellence Award. Recognized by Emerald Management Reviews' Independent Review Board as the author of one of the top fifty management articles of 2002 (over 20,000 articles reviewed annually) for the paper: "When Good News is Good for You: The Effect of Third-Party Information on the Division of Channel Profits" *Marketing Science*, Vol 21, No 3, 2002.

National Science Foundation Grant, SES-0001903, awarded for the study of "Economic Analysis of Sequential Vertical Contracting," with Leslie M. Marx, 2000-2002.

Elected to Beta Gamma Sigma, honor society for AACSB accredited business schools, June 2000.

Gave invited testimony on the competitive effects of slotting allowances and retailer buyer power, U.S. Federal Trade Commission's slotting allowance workshop, June 1-2, 2000.

Gave invited testimony on the competitive effects of slotting allowances, Hearings on Global and Innovation Based Competition, U.S. Federal Trade Commission, November 8, 1995.

Livingston Research Scholar, one of two awarded annually in support of junior faculty research, Department of Economics, University of Michigan, 1993-1994.

Rothschild Research Scholar, one of two awarded annually in support of junior faculty research, Department of Economics, University of Michigan, 1991-1992.

Princeton University Fellowship, one of several awarded annually in support of graduate research, Department of Economics, Princeton University, 1987-1989.

John M. Olin Fellowship, one of several awarded annually in support of graduate research, Department of Economics, Princeton University, 1987-1988.

National Science Foundation Fellowship, one of seventeen national fellowships in economics, awarded by the National Science Foundation in support of graduate research, 1984-1987.

Adams Prize in Econometrics, annual award for the best econometrics project, Department of Economics, Swarthmore College, May 1984.

Elected to Phi Beta Kappa, honor society for accredited undergraduate institutions, May 1984.

Graduated with High Honors, Swarthmore College, May 1984.

Publications:

- “Buyer Power in Merger Control,” chapter prepared for the ABA Antitrust Section, *Handbook, Issues in Competition Law and Policy*, (W.D. Collins, ed., in preparation), 2007.
- “Upfront Payments and Exclusion in Downstream Markets,” (with Leslie M. Marx), *Rand Journal of Economics*, forthcoming in 2007.
- “Rent Shifting and the Order of Negotiations,” (with Leslie M. Marx), *International Journal of Industrial Organization*, 25: 1109-1125, October 2007.
- “Wholesale Access in Multi-Firm Markets: When is it Profitable to Supply a Competitor,” (with Janusz A. Ordover), *International Journal of Industrial Organization*, 25: 1026-1045, October 2007.
- “Retail Mergers, Buyer Power, and Product Variety,” (with Roman Inderst), *Economic Journal*, 117: 45-67, January 2007.
- “On the Use of Low-Price Guarantees to Discourage Price Cutting,” (with Maria Arbatskaya and Morten Hviid), *International Journal of Industrial Organization*, 24: 1139-1156, November 2006.
- “Bargaining, Bundling, and Clout: The Portfolio Effects of Horizontal Mergers,” (with Daniel P. O’Brien), *Rand Journal of Economics*, 36: 573-595, Autumn 2005.
- “Slotting Allowances and Optimal Product Variety,” *The B.E. Journal of Economic Analysis & Policy*, Vol 5: Iss. 1 (Advances), Article 3, 2005. available at <http://www.bepress.com/bejeap/advances/vol5/iss1/art3>.
- “Opportunism and Menus of Two-Part Tariffs,” (with Leslie M. Marx), *International Journal of Industrial Organization*, 22: 1399-1414, December 2004.
- “Advertising in a Distribution Channel,” (with Florian Zettelmeyer), *Marketing Science*, 23: 619-628, Fall 2004.

- “All-Units Discounts in Retail Contracts,” (with Sreya Kolay and Janusz A. Ordover), *Journal of Economics & Management Strategy*, 13: 429-459, Fall 2004.
- “Opportunism in Multilateral Vertical Contracting: Nondiscrimination, Exclusivity, and Uniformity: Comment,” (with Leslie M. Marx), *American Economic Review*, 94: 796-801, June 2004.
- “On the Incidence and Variety of Low-Price Guarantees,” (with Maria Arbatskaya and Morten Hviid), *Journal of Law & Economics*, 47: 307-332, April 2004.
- “Bundling and Menus of Two-Part Tariffs,” (with Sreya Kolay), *Journal of Industrial Economics*, 51: 383-403, September 2003.
- “Competitive One-to-One Promotions,” (with Z. John Zhang), *Management Science*, 48: 1143-1160, September 2002.
- “When Good News About Your Rival is Good for You: The Effect of Third-Party Information on the Division of Channel Profits,” (with Florian Zettelmeyer), *Marketing Science*, 21: 273-293, Summer 2002.
- “Pay to Switch or Pay to Stay: Preference-Based Price Discrimination in Markets with Switching Costs,” (with Z. John Zhang), *Journal of Economics & Management Strategy*, 9: 397-424, Fall 2000.
- “Hassle Costs: The Achilles’ Heel of Price-Matching Guarantees,” (with Morten Hviid), *Journal of Economics & Management Strategy*, 8: 489-521, Winter 1999.
- “Unequal Treatment of Identical Agents in Cournot Equilibrium,” (with Stephen W. Salant), *American Economic Review*, 89: 585-604, June 1999.
- “Predatory Accomodation: Below-Cost Pricing Without Exclusion in Intermediate Goods Markets,” (with Leslie M. Marx), *Rand Journal of Economics*, 30: 22-43, Spring 1999.
- “Promises to Match or Beat the Competition: Evidence from Retail Tire Prices,” (with Maria Arbatskaya and Morten Hviid), *Advances in Applied Microeconomics*, 8: 123-138, 1999.
- “Optimal Asymmetric Strategies in Research Joint Ventures,” (with Stephen W. Salant), *International Journal of Industrial Organization*, 16: 195-208, March 1998.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” (with Daniel P. O’Brien), *Journal of Economics & Management Strategy*, 6: 755-785, Winter 1997.
- “Competitive Coupon Targeting,” (with Z. John Zhang), *Marketing Science*, 14: 395-416, Fall 1995.
- “On Vertical Restrictions and the Number of Franchises,” *Southern Economic Journal*, 62: 264-268, July 1995.
- “Rendering Alternative Offerings Less Profitable with Resale Price Maintenance,” *Journal of Economics & Management Strategy*, 3: 639-662, Winter 1994.
- “The Welfare Effects of Forbidding Discriminatory Discounts: A Secondary-Line Analysis of the Robinson-Patman Act,” (with Daniel P. O’Brien), *Journal of Law, Economics, and Organization*, 10: 296-318, October 1994.

- “On the Dampening-of-Competition Effect of Exclusive Dealing,” (with Daniel P. O’Brien), *Journal of Industrial Economics*, 41: 215-221, June 1993.
- “Vertical Control with Bilateral Contracts,” (with Daniel P. O’Brien), *Rand Journal of Economics*, 23: 299-308, Autumn 1992.
- “Capturing Strategic Rent: Full-line Forcing, Brand Discounts, Aggregate Rebates and Maximum Resale Price Maintenance,” *Journal of Industrial Economics*, 39: 557-575, September 1991.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” *Rand Journal of Economics*, 22: 120-135, Spring 1991.

Submitted Manuscripts:

- “Supply Contract Equilibria in Common Agency.”
- “Exclusionary Discounts,” (with Janusz A. Ordover).
- “Slotting Allowances and Scarce Shelf Space,” (with Leslie M. Marx).
- “Bargaining Power in Sequential Contracting,” (with Leslie M. Marx).
- “Buyer Power, Exclusion, and Inefficient Trade,” (with Leslie M. Marx).
- “Rent-Shifting, Exclusion, and Market-Share Contracts,” (with Leslie M. Marx).
- “Bargaining in Distribution Channels with Multiproduct Retailers.”
- “Comparative Advertising and In-Store Displays,” (with Florian Zettelmeyer).
- “Market-Share Contracts as Facilitating Practices,” (with Roman Inderst).
- “Market-Share Contracts with Asymmetric Information,” (with Adrian Majumdar).
- “Using Lorenz Curves to Represent Firm Heterogeneity in Cournot Games,” (with Stephen W. Salant).
- “Price-Matching Guarantees, Retail Competition, and Product-Line Assortment,” (with Anne Coughlan).
- “Resale Price Maintenance and Restrictions on Dominant Firm and Industry-Wide Adoption,” (with Ø. Foros and H.J. Kind).

Work in Progress:

- “Collusion with Low-Price Guarantees,” (with Morten Hviid).
- “Countervailing Buyer Power and Consumer Welfare,” (with Leslie M. Marx).
- “Optimal Tax Policy in Asymmetric Cournot Games,” (with Stephen W. Salant).
- “Bargaining, Rent Shifting, and Most-Favored-Customer Clauses,” (with Leslie M. Marx).

“The Bumping Problem: Contracting in a Multi-Principal Multi-Agent Framework,” (with Leslie M. Marx).

Professional Activities:

Associations:

Member, Royal Economic Society, 2004-Present.

Member, European Association for Research in Industrial Economics, 1992-Present.

Member, INFORMS College on Marketing, 1989-Present.

Member, American Economics Association, 1987-Present.

Editorial Boards:

Area-Editor, *Marketing Science*, 2003-Present.

Co-editor, *Journal of Economics & Management Strategy*, 2002-Present.

Guest Area-Editor, *Marketing Science*, 2002-2003.

Editorial Board, *Marketing Science*, 2002-Present.

Associate Editor, *Quantitative Marketing and Economics*, 2002-2007.

Board of Editors, *Review of Marketing Science*, 2001-Present.

Associate Editor, *Journal of Economics and Business*, 1998-Present.

Ad-Hoc Referee:

American Economic Review

Berkeley Economic Press

Bulletin of Economic Research

Canadian Journal of Economics

Economic Inquiry

Economic Journal

Economic Notes

European Economic Review

Games and Economic Behavior

International Economic Review

International Journal of the Economics of Business

International Journal of Industrial Organization

Journal of Business

Journal of Competition Law and Economics

Journal of Development Economics

Journal of Economic Behavior and Organizations
Journal of Economic Theory
Journal of Economics and Business
Journal of Economics and Management Strategy
Journal of Environmental Economics and Management Strategy
Journal of Industrial Economics
Journal of Institutional and Theoretical Economics
Journal of International Economics
Journal of Law and Economics
Journal of Law, Economics, and Organization
Journal of Marketing Research
Journal of Political Economy
Journal of Retailing
Management Science
Marketing Science
MIT Sloan Management Review
National Science Foundation
Quarterly Review of Economics and Business
Rand Journal of Economics
Review of Economic Studies
Review of Industrial Organization
Review of Law and Economics
Scandinavian Journal of Economics
Social Sciences and Humanities Research Council of Canada
Southern Economic Journal

Invited Seminars and Presentations:

“Selective Price Cuts and Loyalty Rebates” presented at the 34th Annual EARIE Conference (keynote address), Valencia, Spain, September 2007.

“Exclusionary Discounts,” presented at Norwegian School of Economics and Business Administration, June 2007.

“The Economics of Loyalty Rebates,” DOJ/FTC Hearings on Single Firm Conduct, U.S. Federal Trade Commission, November 2006.

“Buyer Power,” presented at ESRC Centre for Competition Policy, University of East Anglia, May 2006.

“Exclusionary Discounts,” presented at University of East Anglia, May 2006.

“Ideas in Interaction,” chaired session at The Future of Distribution Channels Research, University of Pennsylvania, May 2006.

“Slotting Allowances and Scarce Shelf Space,” presented at the 2006 International Industrial Organization Conference, Boston, April 2006.

“Do Vertical Mergers Facilitate Collusion,” a discussant at the 2006 Econometric Society Meetings, Boston, January 2006.

“Slotting Allowances and Scarce Shelf Space,” presented at Washington University in St. Louis, April 2005.

“Slotting Allowances and Scarce Shelf Space,” presented at Duke University, February 2005.

“Slotting Allowances and Scarce Shelf Space,” presented at Texas A&M University, October 2004.

“Slotting Allowances: An Empirical Investigation,” a discussant at the Summer Institute for Competitive Strategy, University of California at Berkeley, July 2004.

“Buyer Groups as Strategic Commitments,” a discussant at the 2004 International Industrial Organization Conference, Chicago, April 2004.

“All-Units Discounts in Retail Contracts,” presented at the 2004 International Industrial Organization Conference, Chicago, April 2004.

“Upfront Payments and Exclusion in Downstream Markets,” presented at the Canadian Bureau of Competition Policy, Ottawa, April, 2004.

“All-Units Discounts in Retail Contracts,” presented at the Summer Institute for Competitive Strategy, University of California at Berkeley, June 2003.

“All-Units Discounts in Retail Contracts,” presented at New York University, Marketing Camp, May 2003.

“All-Units Discounts in Retail Contracts,” presented at University of Chicago (Graduate School of Business), March 2003.

“All-Units Discounts in Retail Contracts,” presented at the Conference on Pricing Research, Cornell University, September 2002.

“Comparative Advertising and Retailer Participation,” presented at University of Florida, Marketing Retreat, April 2002.

“Bargaining Power in Sequential Contracting,” presented at the conference of European Association of Research in Industrial Economics, Trinity College Dublin, August 2001.

“When Good News About Your Rival is Good for You: The Effect of Third-Party Information on the Division of Channel Profits,” presented at Northwestern University (Kellogg School of Management), April 2001.

“Upfront Payments and Exclusion in Vertical Contracting,” presented at Cornell University, March 2001.

“Opportunism and Nondiscrimination Clauses,” presented at the Summer Industrial Organization Conference, University of British Columbia, July 2000.

- “Bargaining, Third-Party Information and the Division of Profit in the Distribution Channel,” presented at the Marketing Science Conference, University of California, Los Angeles, June 2000.
- “The Internet as a Medium for Marketing Communications: Channel Conflict Over the Provision of Information,” presented at the Marketing Science Conference, University of California, Los Angeles, June 2000.
- “Slotting Allowances and Fees: Current Policy Perspectives,” a panelist at the slotting allowances session, Marketing and Public Policy Conference, Washington, D.C., June 2000.
- “Slotting Allowances and Buyer Power,” a panelist at the U.S. Federal Trade Commission’s slotting allowances workshop, Washington, D.C., June 2000.
- “Opportunism and Nondiscrimination Clauses,” presented at the Bureau of Economics, U.S. Federal Trade Commission, Washington, D.C., June 2000.
- “Opportunism and Nondiscrimination Clauses,” presented at University of Bergen, April 2000.
- “Vertical Relationships Among Firms,” lecture given to Anne Coughlan and Bob Blattberg’s Ph.D. marketing class at Northwestern University (Kellogg Graduate School of Management), April 2000.
- “Rent Shifting and Efficiency in Sequential Contracting,” presented at University of Toronto, November 1999.
- “Opportunism and NonDiscrimination Clauses with Multi-Player Bargaining,” presented at the Southeast Economics Association Conference, Washington, D.C., November 1999.
- “Rent Shifting and Efficiency in Sequential Contracting,” presented at Ohio State University, November 1999.
- “Pay to Switch or Pay to Stay: Third-degree Price Discrimination in Markets with Switching Costs,” presented at University of North Carolina (Keenan-Flagler School of Management), October 1999.
- “Pay to Switch or Pay to Stay: Third-degree Price Discrimination in Markets with Switching Costs,” presented at MIT (Sloan School of Management), October 1999.
- “Pay to Switch or Pay to Stay: Third-degree Price Discrimination in Markets with Switching Costs,” presented at Yale University (School of Management), September 1999.
- “Bargaining, Third-Party Information and the Division of Channel Profit in the Distribution Channel,” presented at the Marketing Science Conference, Syracuse University, May 1999.
- “The Internet as a Medium for Marketing Communications: Channel Conflict Over the Provision of Information,” presented at the Marketing Science Conference, Syracuse University, May 1999.
- “On the Incidence and Variety of Low-Price Guarantees,” presented at University of California, Berkeley (Haas School of Business), March 1999.
- “Unequal Treatment of Identical Agents in Cournot Equilibrium,” presented at University of Rochester (Simon School of Business), September 1998.

- “Who Gets the Discounts: Your Customers or Mine,” presented at the conference of the European Association of Research in Industrial Economics, University of Copenhagen, September 1998.
- “On the Incidence and Variety of Low-Price Guarantees,” presented at the conference of the European Association of Research in Industrial Economics, University of Copenhagen, September 1998.
- “Hassle Costs: the Achilles’ Heel of Price-Matching Guarantees,” presented at the Economic Analysis Group, U.S. Department of Justice, Washington, D.C., May 1998.
- “The Internet as a Medium for Marketing Communications: Channel Conflict Over the Provision of Information,” presented at INFORMS “Marketing Science and the Internet Conference,” Boston, February 1998.
- “Contracts to Mitigate Deadweight Loss,” a discussant at the Allied Social Sciences Conference, Chicago, January 1998.
- “On the Optimal Regulation of Oligopolistic Industries,” a discussant at the Allied Social Sciences Conference, Chicago, January 1998.
- “Minimum Advertised Price,” a discussant at the Allied Social Sciences Conference, Chicago, January 1998.
- “Hassle Costs: the Achilles’ Heel of Price-Matching Guarantees,” presented at the Allied Social Sciences Conference, Chicago, January 1998.
- “Predatory Accommodation: Below-Cost Pricing Without Exclusion in Intermediate Goods Markets,” presented at the Centre for Industrial Economics Workshop on Vertical Restraints and Vertical Integration, University of Copenhagen, November 1997.
- “Hassle Costs: the Achilles’ Heel of Price-Matching Guarantees,” presented at University of Rochester (Simon School of Business), April 1997.
- “Hassle Costs: the Achilles’ Heel of Price-Matching Guarantees,” presented at Indiana University, April 1997.
- “Hassle Costs: the Achilles’ Heel of Price-Matching Guarantees,” presented at the Marketing Science Conference, University of California, Berkeley, March 1997.
- “Unequal Treatment of Identical Agents in Cournot Equilibrium: Private and Social Advantages,” presented at University of Warwick, November 1996.
- “Unequal Treatment of Identical Agents in Cournot Equilibrium: Private and Social Advantages,” presented at University of Virginia, October 1996.
- “Unequal Treatment of Identical Agents in Cournot Equilibrium: Private and Social Advantages,” presented at Purdue University, October 1996.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the Canadian Bureau of Competition Policy, Ottawa, October 1996.
- “Unequal Treatment of Identical Agents in Cournot Equilibrium: Private and Social Advantages,” presented at Carleton University, October 1996.

- “The Welfare Effects of Most Favored Customer Clauses,” presented at the Bureau of Economics, U.S. Federal Trade Commission, Washington, D.C., April 1996.
- “Hassle Costs: The Achilles’ Heel of Price-Matching Guarantees,” presented at Carnegie Mellon University (Graduate School of Industrial Administration), April 1996.
- “Micro-Marketing in the Information Age: Optimal Pricing, Promotions, and Product Design in Asymmetric Duopolies,” presented at the Marketing Science Conference, University of Florida, March 1996.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at Indiana University, February 1996.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at Santa Clara University, January 1996.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at Vanderbilt University, January 1996.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the Summer Industrial Organization Conference, University of British Columbia, July 1995.
- “Winners and Losers in a Competitive Coupon Environment,” presented at Northwestern University (Kellogg Graduate School of Management), January 1995.
- “Monopolistic Surplus Extraction with Multiple Buyers and Resale,” presented at the Allied Social Sciences Conference, Chicago, January 1995.
- “Winners and Losers in a Competitive Coupon Environment,” presented at the Pricing and Decisions Models Conference, Boston, April 1994.
- “Rendering Alternative Offerings Less Profitable with Resale Price Maintenance,” presented at Harvard University, April 1993.
- “The Welfare Effects of Forbidding Discriminatory Discounts,” presented at the Economic Analysis Group, U.S. Department of Justice, Washington, D.C., February 1993.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at University of Michigan (Business Economics Group), December 1992.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at University of Toronto, November 1992.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the Western Economic Association, San Francisco, July 1992.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at the Economic Analysis Group, U.S. Department of Justice, Washington, D.C., January 1992.
- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at Ohio State University, November 1991.

- “Nonlinear Supply Contracts, Exclusive Dealing, and Equilibrium Market Foreclosure,” presented at University of Michigan, November 1991.
- “Vertical Control with Bilateral Contracts,” presented at the Marketing Science Conference, University of Delaware, March, 1991.
- “Capturing Strategic Rent: Full-Line Forcing, Brand Discounts, Aggregate Rebates, and Maximum Resale Price Maintenance,” presented at the Marketing Science Conference, University of Delaware, March 1991.
- “Capturing Strategic Rent: Full-Line Forcing, Brand Discounts, Aggregate Rebates, and Maximum Resale Price Maintenance,” presented at Georgetown University, December 1990.
- “Capturing Strategic Rent: Full-Line Forcing, Brand Discounts, Aggregate Rebates, and Maximum Resale Price Maintenance,” presented at Vanderbilt University, December 1990.
- “Vertical Control with Bilateral Contracts,” presented at University of Michigan, August 1990.
- “The Anticompetitive Effects of Resale Price Maintenance,” presented at the Marketing Science Conference, University of Illinois, March 1990.
- “The Anticompetitive Effects of Resale Price Maintenance,” presented at the Economic Analysis Group, U.S. Department of Justice, Washington, D.C., March 1990.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at Harvard Business School, February 1989.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at University of Michigan, February 1989.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at Yale University (School of Management), January 1989.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at Cornell University (Johnson School of Management), January 1989.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at Cornell University, January 1989.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at Dartmouth College, January 1989.
- “Slotting Allowances and Resale Price Maintenance: A Comparison of Facilitating Practices,” presented at Purdue University, January 1989.